

Message Text

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ACTION EB-07

INFO OCT-01 AF-06 EUR-12 NEA-10 ISO-00 CAB-02 CIAE-00

DODE-00 DOTE-00 INR-07 NSAE-00 FAA-00 IO-10 L-02 SP-02

SS-15 NSC-05 /079 W
----- 106481

R 201030Z MAY 75
FM AMEMBASSY LAGOS
TO SECSTATE WASHDC 9339
INFO USDOC WASHDC
AMEMBASSY BRUSSELS
AMCONSUL CASABLANCA

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BRUSSELS FOR FAA
CASABLANCA FOR RCAA

3.O.: 11652: N/A
TAGS: EAIR, NI
SUBJ: CIVAIR: IATA - APPROVED INCREASE IN AGENCY COMMISSIONS

1. LOCAL PANAM REP, ACTING ON INSTRUCTIONS FROM HEADQUARTERS,
HAS APPROACHED EMBASSY REGARDING RECENT IATA DECISION TO
APPROVE INCREASE IN AGENCY COMMISSIONS (OFFERED BY AIRLINES
OF IATA MEMBER COUNTRIES) FROM 7 TO 7 1/2 PERCENT. NIGERIA AIR-
WAYS HAS NOT INCREASED ITS OWN AGENCY COMMISSIONS IN LINE WITH
IATA DECISION; BUT IF AND WHEN IT DOES, PANAM WILL BE OBLIGED TO
FOLLOW SUIT IN NIGERIA. IN ANTICIPATION OF THAT, U.S. AIRLINE
REQUESTS READING ON WHAT ATTITUDE OF USG WILL BE.

2. AS DEPARTMENT UNDOUBTEDLY AWARE, PANAM HAS ALREADY MADE
DECISION TO PROCEED WORLDWIDE WITH NEW AGENCY AWARD SCALE
WHEREBY IT WOULD PAY EXTRA 3 PERCENT COMMISSION ON ALL AGENCY SALES
OVER 90 PERCENT OF LEVEL ACHIEVED IN 1974. IN PANAM'S VIEW VIRTU-
ALLY ALL INTERNATIONAL AIRLINES HAVE LONG BEEN PAYING OUT EXTRA
BONUSES OF THIS NATURE; ITS ACTION MERELY BRINGS OUT IN OPEN WHAT
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HAS BEEN DONE BELOW TABLE BY OTHER AIRLINES FOR YEARS. NATURALLY,

HOWEVER, THIS HAS PLACED PANAM IN CONFLICT WITH IATA AND U.S. AIR-LINES HAS FELT OBLIGED TO WITHDRAW FROM IATA COMMITTEE DEALING WITH AGENCY RELATIONSHIPS.

3. ACTION REQUESTED: WE ARE NOT SURE WHAT JURISDICTION, IF ANY, USG HAS OVER AGENCY AWARDS BY PANAM, BUT WOULD APPRECIATE RESPONSE TO PANAM REQUEST PARA (1).

EASUM

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NNN

Message Attributes

Automatic Decaptoning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: CIVIL AVIATION, ORGANIZATION & MANAGEMENT, PROGRAMS (PROJECTS)
Control Number: n/a
Copy: SINGLE
Draft Date: 20 MAY 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: ElyME
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975LAGOS04639
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750177-0079
From: LAGOS
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750536/aaaabgld.tel
Line Count: 69
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION EB
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: ElyME
Review Comment: n/a
Review Content Flags:
Review Date: 10 APR 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <10 APR 2003 by lzenbel0>; APPROVED <03 DEC 2003 by ElyME>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
05 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: CIVAIR: IATA - APPROVED INCREASE IN AGENCY COMMISSIONS
TAGS: EAIR, AWRD, NI, US, PANAM
To: STATE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006